

WHAT IS CLAIMED IS:

1. A method for generating a price schedule, comprising:
  - generating a transition graph comprising a plurality of paths, each path comprising a plurality of states, each state having a price value, an inventory value, and a state value, the transition graph being generated by repeating the following for a plurality of stages until a final stage is reached:
    - determining the price value of a successor state;
    - calculating the inventory value of the successor state using the price value and the inventory value of a predecessor state; and
  - 10 calculating the state value of the successor state using the price value and the inventory value of the predecessor state;
    - selecting an optimal path according to the state values of the states; and
    - determining a price schedule from the optimal path.
- 15 2. The method of Claim 1, further comprising quantizing the inventory value of each successor state.
3. The method of Claim 1, further comprising quantizing the price value of each successor state.
- 20 4. The method of Claim 1, wherein selecting the optimal path according to the state values comprises:
  - determining a state at the final stage having an optimal state value; and
  - determining a path comprising a state of an initial stage and the state having the optimal state value.
- 25 5. The method of Claim 1, further comprising eliminating a successor state in response to a constraint.

6. The method of Claim 1, further comprising:  
computing an elasticity curve; and  
computing the inventory value of each successor state using the elasticity  
curve.

5

7. The method of Claim 1, wherein:  
each state has a certainty value; and  
selecting the optimal path comprises determining a state at the final stage  
having a certainty value of a predetermined value.

10

8. The method of Claim 1, further comprising:  
defining a plurality of locations;  
estimating a demand forecast for the locations;  
calculating an expected number of unrealized sales at each location;  
adjusting the demand forecast in response to the expected number;  
determining a sales forecast from the demand forecast;  
and  
adjusting the inventory value of the successor state in response to the sales  
forecast.

108290-98366860

9. A system for generating a price schedule, comprising:

- a transition graph generator operable to generate a transition graph comprising a plurality of paths, each path comprising a plurality of states, each state having a price value, an inventory value, and a state value, the transition graph generator  
5 operable to generate the transition graph by repeating the following for a plurality of stages until a final stage is reached:

determining the price value of a successor state;

calculating the inventory value of the successor state using the price value and the inventory value of a predecessor state; and

- 10 calculating the state value of the successor state using the price value and the inventory value of the predecessor state; and

an optimizer coupled to the transition graph generator and operable to:

select an optimal path according to the state values of the states; and  
determine a price schedule from the optimal path.

- 15 10. The system of Claim 9, wherein the transition graph generator is operable to quantize the inventory value of each successor state.

- 20 11. The system of Claim 9, wherein the transition graph generator is operable to quantize the price value of each successor state.

12. The system of Claim 9, wherein the optimizer is operable to select the optimal path according to the state values by:

determining a state at the final stage having an optimal state value; and

- 25 determining a path comprising a state of an initial stage and the state having the optimal state value.

13. The system of Claim 9, wherein the transition graph generator is operable to eliminate a successor state in response to a constraint.

14. The system of Claim 9, further comprising an elasticity module coupled to the transition graph generator and operable to compute an elasticity curve, the transition graph generator operable to compute the inventory value of each successor state using the elasticity curve.

5

15. The system of Claim 9, wherein:  
each state has a certainty value; and  
the optimizer is operable to select the optimal path by determining a state at the final stage having a certainty value of a predetermined value.

10

16. The system of Claim 9, wherein the transition graph generator is operable to:

15 define a plurality of locations;  
estimate a demand forecast for the locations;  
calculate an expected number of unrealized sales at each location;  
adjust the demand forecast in response to the expected number;  
determine a sales forecast from the demand forecast;  
and  
20 adjust the inventory value of the successor state in response to the sales forecast.

1082909836960

17. Logic for generating a price schedule, the logic encoded in media and when executed operable to:

generate a transition graph comprising a plurality of paths, each path comprising a plurality of states, each state having a price value, an inventory value, 5 and a state value, the transition graph being generated by repeating the following for a plurality of stages until a final stage is reached:

determining the price value of a successor state;

calculating the inventory value of the successor state using the price value and the inventory value of a predecessor state; and

10 calculating the state value of the successor state using the price value and the inventory value of the predecessor state;

select an optimal path according to the state values of the states; and

determine a price schedule from the optimal path.

15 18. The logic of Claim 17, further operable to quantize the inventory value of each successor state.

19. The logic of Claim 17, further operable to quantize the price value of each successor state.

20 20. The logic of Claim 17, further operable to select the optimal path according to the state values by:

determining a state at the final stage having an optimal state value; and

determining a path comprising a state of an initial stage and the state having 25 the optimal state value.

21. The logic of Claim 17, further operable to eliminate a successor state in response to a constraint.

102390-98596860

22. The logic of Claim 17, further operable to:  
compute an elasticity curve; and  
compute the inventory value of each successor state using the elasticity curve.

5        23. The logic of Claim 17, wherein:  
each state has a certainty value; and  
wherein the logic is further operable to select the optimal path by determining  
a state at the final stage having a certainty value of a predetermined value.

10      24. The logic of Claim 17, further operable to:  
define a plurality of locations;  
estimate a demand forecast for the locations;  
calculate an expected number of unrealized sales at each location;  
adjust the demand forecast in response to the expected number;  
15      determine a sales forecast from the demand forecast;  
and  
adjust the inventory value of the successor state in response to the sales  
forecast.

1020431-0755-000000000000

25. A system for generating a price schedule, comprising:

- means for generating a transition graph comprising a plurality of paths, each path comprising a plurality of states, each state having a price value, an inventory value, and a state value, the transition graph being generated by repeating the following for a plurality of stages until a final stage is reached:
- 5      determining the price value of a successor state;
  - calculating the inventory value of the successor state using the price value and the inventory value of a predecessor state; and
  - calculating the state value of the successor state using the price value
  - 10     and the inventory value of the predecessor state; and
  - means for selecting an optimal path according to the state values of the states and for determining a price schedule from the optimal path.

108290-88595850

26. A method for generating a price schedule, comprising:

generating a transition graph comprising a plurality of paths, each path comprising a plurality of states, each state having a price value, an inventory value, and a state value, the transition graph being generated by repeating the following for a plurality of stages until a final stage is reached:

5 plurality of stages until a final stage is reached:

computing an elasticity curve;

determining the price value of a successor state;

calculating the inventory value of the successor state using the elasticity curve, the price value, and the inventory value of a predecessor state;

10 adjusting the inventory value of the successor state by defining a plurality of locations, calculating an expected number of unrealized sales at each location, and adjusting the inventory value of the successor state in response to the expected number;

quantizing the inventory value and the price value of the successor

## 1.5 state: and

calculating the state value of the successor state using the price value and the inventory value of the predecessor state;

determining a state at the final stage having an optimal state value and determining a

20 path comprising a state of an initial stage and the state having the optimal state value;  
and

determining a price schedule from the optimal path.

09896368 • 0123456789

27. A method for computing an elasticity curve, comprising:  
selecting a demand model having a plurality of variables;  
receiving a plurality of values for each variable;  
defining a plurality of filter sets, each filter set operable to restrict the values

- 5 for at least one variable;  
determining an elasticity curve for each filter set by:  
filtering the values for at least one variable using the filter set; and  
calculating the elasticity curve from the filtered values by performing a  
regression analysis using the demand model as a regression equation;
- 10 measuring a quality value for each elasticity curve; and  
selecting an optimal elasticity curve according to the quality values.

28. The method of Claim 27, wherein the variables comprise:

a dependent variable comprising a demand variable; and

- 15 a plurality of independent variables comprising a price variable and time  
variables.

29. The method of Claim 27, wherein:

the variables comprise a dependent variable and a plurality of independent

- 20 variables; and  
determining the elasticity curve comprises using the demand model as a  
regression equation of the dependent variable over the independent variables.

T082901883969960

30. The method of Claim 27, wherein:

the values are associated with a plurality of products; and

determining the elasticity curve for each filter set comprises:

determining an elasticity curve for each product using the values

5 associated with the product;

measuring a quality value for each elasticity curve;

10 determining an unsatisfactory elasticity curve according to the quality  
values; and

eliminating the values associated with the unsatisfactory elasticity

10 curve.

31. The method of Claim 27, wherein:

the values are associated with a plurality of products; and

determining the elasticity curve for each filter set comprises:

15 determining an elasticity curve for each product using the values  
associated with the product;

calculating an elasticity value from each elasticity curve;

determining an unsatisfactory elasticity value; and

eliminating the values associated with the unsatisfactory elasticity

20 value.

32. The method of Claim 27, wherein the variables comprise an  
independent variable comprising a promotional variable.

25 33. The method of Claim 27, wherein the variables comprise an  
independent variable comprising a seasonality index variable.

10 20 30 40 50 60 70 80 90 100

34. A system for computing an elasticity curve, comprising:  
a database operable to store a demand model having a plurality of variables, a  
plurality of values for each variable, and a plurality of filter sets, each filter set  
operable to restrict the values for at least one variable; and

5 a server coupled to the database and operable to:

determine an elasticity curve for each filter set by filtering the values  
for at least one variable using the filter set, and calculating the elasticity curve from  
the filtered values by performing a regression analysis using the demand model as a  
regression equation;

10 measure a quality value for each elasticity curve; and

select an optimal elasticity curve according to the quality values.

35. The system of Claim 34, wherein the variables comprise:

a dependent variable comprising a demand variable; and

15 a plurality of independent variables comprising a price variable and a time  
variable.

36. The system of Claim 34, wherein:

the variables comprise a dependent variable and a plurality of independent  
20 variables; and

the server is operable to perform a regression analysis using the demand model  
as a regression equation of the dependent variable over the independent variables.

10290-9996966

37. The system of Claim 34, wherein:

the values are associated with a plurality of products; and

the server is operable to determine the elasticity curve for each filter set by:

determining an elasticity curve for each product using the values

5 associated with the product;

measuring a quality value for each elasticity curve;

10 determining an unsatisfactory elasticity curve according to the quality  
values; and

eliminating the values associated with the unsatisfactory elasticity

10 curve.

38. The system of Claim 34, wherein:

the values are associated with a plurality of products; and

the server is operable to determine the elasticity curve for each filter set by:

15 determining an elasticity curve for each product using the values  
associated with the product;

calculating an elasticity value from each elasticity curve;

determining an unsatisfactory elasticity value; and

eliminating the values associated with the unsatisfactory elasticity

20 value.

39. The system of Claim 34, wherein the variables comprise an  
independent variable comprising a promotional variable.

25 40. The system of Claim 34, wherein the variables comprise an  
independent variable comprising a seasonality index variable.

108290198295960

41. Logic for computing an elasticity curve, the logic encoded in media and when executed operable to:

select a demand model having a plurality of variables;

receive a plurality of values for each variable;

5 define a plurality of filter sets, each filter set operable to restrict the values for at least one variable;

determine an elasticity curve for each filter set by:

filtering the values for at least one variable using the filter set; and

calculating the elasticity curve from the filtered values by performing a

10 regression analysis using the demand model as a regression equation;

measure a quality value for each elasticity curve; and

select an optimal elasticity curve according to the quality values.

42. The logic of Claim 41, wherein the variables comprise:

15 a dependent variable comprising a demand variable; and

a plurality of independent variables comprising a price variable and a time variable.

43. The logic of Claim 41, wherein:

20 the variables comprise a dependent variable and a plurality of independent variables; and

the logic is further operable to use the demand model as a regression equation of the dependent variable over the independent variables.

00000000000000000000000000000000

44. The logic of Claim 41, wherein:

the values are associated with a plurality of products; and

the logic is further operable to determine the elasticity curve for each filter set by:

5 determining an elasticity curve for each product using the values associated with the product;

measuring a quality value for each elasticity curve;

10 determining an unsatisfactory elasticity curve according to the quality values; and

10 eliminating the values associated with the unsatisfactory elasticity curve.

45. The logic of Claim 41, wherein:

the values are associated with a plurality of products; and

15 the logic is further operable to determine the elasticity curve for each filter set by:

determining an elasticity curve for each product using the values associated with the product;

20 calculating an elasticity value from each elasticity curve;

determining an unsatisfactory elasticity value; and

eliminating the values associated with the unsatisfactory elasticity value.

25 46. The logic of Claim 41, wherein the variables comprise an independent variable comprising a promotional variable.

47. The logic of Claim 41, wherein the variables comprise an independent variable comprising a seasonality index variable.

TO8299-0886865

48. A system for computing an elasticity curve, comprising:
- means for selecting a demand model having a plurality of variables;
  - means for receiving a plurality of values for each variable;
  - means for defining a plurality of filter sets, each filter set operable to restrict
  - 5 the values for at least one variable;
  - means for determining an elasticity curve for each filter set by:
    - filtering the values for at least one variable using the filter set; and
    - calculating the elasticity curve from the filtered values by performing a regression analysis using the demand model as a regression equation;
  - 10 means for measuring a quality value for each elasticity curve; and
  - means for selecting an optimal elasticity curve according to the quality values.

01070-985969601

49. A method for computing an elasticity curve, comprising:
- selecting a demand model having a plurality of variables, the variables comprising a dependent variable comprising a demand variable, the variables comprising a plurality of independent variables comprising a price variable and a time variable;
- 5 receiving a plurality of values for each variable, the values associated with a plurality of products;
- defining a plurality of filter sets, each filter set operable to restrict the values for at least one variable;
- 10 determining an elasticity curve for each filter set by:
- filtering the values for at least one variable using the filter set; and
- eliminating the values that are unsatisfactory by:
- determining an elasticity curve for each product using the values associated with the product;
- 15 measuring a quality value for each elasticity curve;
- determining an unsatisfactory elasticity curve according to the quality values; and
- eliminating the values associated with the unsatisfactory elasticity curve; and
- 20 calculating the elasticity curve from the remaining values by performing a regression analysis using the demand model as a regression equation of the dependent variable over the independent variables;
- measuring a quality value for each elasticity curve; and
- selecting an optimal elasticity curve according to the quality values.

T08290-88596950

50. A method for determining a sales forecast, comprising:  
defining a plurality of locations;  
estimating an inventory at each location;  
estimating a demand at each location;  
5 calculating an expected number of unrealized sales at each location using a  
difference between the demand at the location and the inventory at the location; and  
determining a sales forecast in response to the expected number.

51. The method of Claim 50, wherein:  
10 estimating the inventory at each location comprises randomly populating the  
locations with a plurality of inventory units; and  
estimating the demand at each location comprises randomly populating the  
locations with a plurality of demand units.

- 15 52. The method of Claim 50, wherein:  
estimating the inventory at each location comprises calculating a probability of  
each location receiving a number of inventory units according to a binomial  
distribution; and  
estimating the demand at each location comprises calculating a probability of  
20 each location receiving a number of demand units according to the binomial  
distribution.

53. The method of Claim 50, wherein:  
estimating the inventory at each location comprises calculating a probability of  
25 each location receiving a number of inventory units according to an incomplete beta-  
function; and  
estimating the demand at each location comprises calculating a probability of  
each location receiving a number of demand units according to the incomplete beta-  
function.

10 20 30 40 50 60 70 80 90 100

54. A system for determining a sales forecast, comprising:  
a database operable to store a plurality of definitions defining a plurality  
locations; and

a server coupled to the database and operable to:

5 estimate an inventory at each location;  
estimate a demand at each location;  
calculate an expected number of unrealized sales at each location using  
a difference between the demand at the location and the inventory at the location; and  
determine a sales forecast in response to the expected number.

10

55. The system of Claim 54, wherein the server is operable to:

estimate the inventory at each location by randomly populating the locations  
with a plurality of inventory units; and

15 estimate the demand at each location by randomly populating the locations  
with a plurality of demand units.

56. The system of Claim 54, wherein the server is operable to:

estimate the inventory at each location by calculating a probability of each  
location receiving a number of inventory units according to a binomial distribution;

20 and

estimate the demand at each location by calculating a probability of each  
location receiving a number of demand units according to the binomial distribution.

57. The system of Claim 54, wherein the server is operable to:

25 estimate the inventory at each location by calculating a probability of each  
location receiving a number of inventory units according to an incomplete beta-  
function; and

estimate the demand at each location by calculating a probability of each  
location receiving a number of demand units according to the incomplete beta-  
function.

T00290-88256950

58. Logic for determining a sales forecast, the logic encoded in media and when executed operable to:

define a plurality of locations;

estimate an inventory at each location;

5 estimate a demand at each location;

calculate an expected number of unrealized sales at each location using a difference between the demand at the location and the inventory at the location; and

determine a sales forecast in response to the expected number.

10 59. The logic of Claim 58, further operable to:

estimate the inventory at each location by randomly populating the locations with a plurality of inventory units; and

estimate the demand at each location by randomly populating the locations with a plurality of demand units.

15 60. The logic of Claim 58, further operable to:

estimate the inventory at each location by calculating a probability of each location receiving a number of inventory units according to a binomial distribution; and

20 estimate the demand at each location by calculating a probability of each location receiving a number of demand units according to the binomial distribution.

61. The logic of Claim 58, further operable to:

25 estimate the inventory at each location by calculating a probability of each location receiving a number of inventory units according to an incomplete beta-function; and

estimate the demand at each location by calculating a probability of each location receiving a number of demand units according to the incomplete beta-function.

1002900-98556850

62. A system for determining a sales forecast, comprising:  
means for defining a plurality of locations;  
means for estimating an inventory at each location;  
means for estimating a demand at each location;  
5 means for calculating an expected number of unrealized sales at each location  
using a difference between the demand at the location and the inventory at the  
location; and  
means for determining a sales forecast in response to the expected number.

020431.0755-88336690

63. A method for determining a sales forecast, comprising:
  - defining a plurality of locations;
  - estimating the inventory at each location by calculating a probability of each location receiving a number of inventory units according to an incomplete beta-function;
  - estimating the demand at each location by calculating a probability of each location receiving a number of demand units according to the incomplete beta-function;
  - calculating an expected number of unrealized sales at each location using a difference between the demand at the location and the inventory at the location; and
  - determining a sales forecast in response to the expected number.

109290-88396860

64. A method for generating a price schedule, comprising:

generating a transition graph comprising a plurality of paths, each path comprising a plurality of states, each state having a plurality of values comprising a state value, the transition graph being generated by repeating the following for a plurality of stages until a final stage is reached;

5 calculating the values of a successor state using the values of a predecessor state; and

quantizing the values of each successor state;

selecting an optimal path according to the state values of the states; and

10 determining a price schedule from the optimal path.

65. The method of Claim 64, wherein the values comprise a price value.

66. The method of Claim 64, wherein the values comprise an inventory

15 value.

67. The method of Claim 64, wherein selecting the optimal path according to the state values comprises:

determining a state at the final stage having an optimal state value; and

20 determining a path comprising a state of an initial stage and the state having the optimal state value.

68. The method of Claim 64, further comprising eliminating a successor state in response to a constraint.

25

69. The method of Claim 64, further comprising:

computing an elasticity curve; and

computing an inventory value of each successor state using the elasticity curve.

30

108290-98295860

70. The method of Claim 64, wherein:  
each state has a certainty value; and  
selecting the optimal path comprises determining a state at the final stage  
having a certainty value of a predetermined value.

5

71. The method of Claim 64, further comprising:  
defining a plurality of locations;  
calculating an expected number of unrealized sales at each location; and  
adjusting a value of the successor state in response to the expected number.

10

108290-88396360